

**50-STATE SURVEY OF BEER AND WINE DISTRIBUTION AND SALES SYSTEMS  
SUMMARY OF RESPONSES**

**PRELIMINARY**

<b>Question</b>		<b>Y</b>	<b>N</b>	<b>NA</b>
Q-1	<i>Does your state mandate the use of a distributor in the distribution of beer and wine? Is the 3-Tier system mandatory?</i>	17	0	0
Q-2	<i>Does your state allow in-state beer/wine manufacturers to distribute their products directly to retailers?</i>	12	5	0
Q-3	<i>Does your state allow out-of-state beer/wine manufacturers to self-distribute their products directly to retailers?</i>	3	14	0
Q-4	<i>Describe your state's regulations related to the relationship between manufacturers and distributors?</i>			
Q-5	<i>Have any changes to your state's requirements related to use of distributors been made recently?</i>	11	0	6
Q-6	<i>If changed, have the impacts of those changes been measured?</i>	1	9	7
Q-7	<i>Does your state require manufacturers and/or distributors to post prices?</i>	9	8	0
Q-8	<i>Does your state require manufacturers and/or distributors to hold their prices?</i>	7	9	1
Q-9	<i>Does your state require that all products sold by a manufacturer or distributor be sold at the same price to all retailers?</i>	11	5	1
Q-10	<i>Does your state allow beer and wine to be sold at a discount for quantity purchases or other circumstances?</i>	13	3	1
Q-11	<i>If your state allows discounts, does a discount price have to be offered uniformly to all retailers?</i>	11	4	2
Q-12	<i>Does your state allow beer and wine products to be delivered to a retailer's central warehouse?</i>	5	11	1
Q-13	<i>Does your state require that all the manufacturer's or distributor's price reflect the cost to deliver the retailer's premises, and be uniform to all retailers?</i>	7	7	3
Q-14	<i>Does your state regulate the methods that may be used to deliver product to the retailer, in particular when a manufacturer is self-distributing product to a retailer, does your state regulate the method of delivery?</i>	9	7	1
Q-15	<i>Has your state adopted pricing policies that are designed to maintain higher prices in order to reduce abusive consumption?</i>	1	16	0
Q-16	<i>Does your state require a minimum mandatory mark-up at any point in the distribution chain?</i>	3	14	0
Q-17	<i>Does your state restrict or prohibit a manufacturer or distributor from providing items of value to retailers?</i>	17	0	0
Q-18	<i>Has your state adopted any general de minimus or specific exceptions to the general restrictions against providing items of value to retailers?</i>	12	5	0

Q-19	<i>Does your state restrict or prohibit a manufacturer or distributor from taking an ownership interest in a retail establishment?</i>	16	1	0
Q-20	<i>What exceptions to your state's general tied house restrictions have been granted?</i>			
Q-21	<i>Does your state allow any indirect ownership among the tiers?</i>	13	3	1
Q-22	<i>How many licenses have been granted? (See other sheet)</i>			
Q-23	<i>How many enforcement officers does your state have to enforce non-retail (manufacturer and distributor) business and trade regulations?</i>	Ranges from none (Iowa and Montana) to 350 (Texas, includes non-CPO compliance officers)		
Q-24	<i>How many non-retail and trade violations did your state's enforcement officers investigate last year?</i>	Ranges from none to 2,500		
Q-25	<i>How many and what types of citations were issued?</i>	Ranges from 9 to 2,410		
Q-26	<i>How much beer and wine is produced in your state annually?</i>			
Q-27	<i>Is there anything unique about your state that influences the level of beer and wine produced, sold, consumed?</i>	4	7	6
Q-28	<i>Does your state measure the impacts of its alcohol distribution policies?</i>	3	11	3
Q-29	<i>What taxes are collected on the distribution and sale of beer and wine?</i>	Excise and sales		
	<i>At what point in the distribution chain are these taxes imposed?</i>	Varies		
	<i>How much revenue did your state collect from these taxes in calendar year 2005?</i>	Excise Taxes: \$1,388,250 (WY) to \$180,310,455 (TX)		
	<i>What percentage of your state's overall annual revenue collection does this represent?</i>	ranges from less than 0.0% to 9%		10
Q-30	<i>Control States Only:</i>			

**PRELIMINARY RESULTS -- SUBJECT TO CHANGE**

## Comments

Utah: For 3.2% beer only. WA: Yes for foreign, in-state and out-of-state manufacturers of beer and wine can sell directly to retailers.

See individual statutes
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See additional worksheet
In 9 states enforcement is part of the ABC. In other states, enforcement duties are found in Dept of Justice, Dept of Revenue, Dept of Public Safety, Office of State Tax Commissioner
Types: Criminal citations; trade practice violations with civil penalties; advertising and providing other than ordinary commercial credit; wholesale selling to improperly licensed retailer; cooperative advertising; underpayment of taxes
Bordered by license states that have lower beer or wine tax rates; bordered by states with lower alcohol beverage prices; beer and wine commissions established in the state.
Excise taxes are collected from manufacturers when the products are released from federal bond. Beer, wine imported into the state are collected from the licensed importer (generally wholesaler) Paid by distributor when product is sold to retailer Collected from person who first produces or imports the alcoholic beverage into state At wholesale level Manufacturer pays taxes on gallonage they ship into the state Taxes collected by first distribution point in the state